



Revision number: 1

PURCHASING AGENT: BRENDA VELDEVERE (801) 538-3142

**ITEM: KONICA MINOLTA COLOR DIGITAL COPIER EQUIPMENT, MAINTENANCE AND SUPPLIES  
– STATEWIDE COVERAGE**

KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC  
100 WILLIAMS DRIVE  
RAMSEY, NJ 07446

**FOR SALES AND SERVICE, PLEASE CONTACT YOUR LOCAL DEALER.  
A LIST OF AUTHORIZED DEALERS IS ATTACHED.**

INTERNET ADDRESS: [www.konicaminolta.com/worldwide/Americas](http://www.konicaminolta.com/worldwide/Americas)  
TELEPHONE: 800.331.0561 X 3264  
FAX NUMBER: (703) 271.1188  
CONTACT: KRISTEN McKENNA,  
EMAIL ADDRESS: [kmckenna@kmb.s.konicaminolta.us](mailto:kmckenna@kmb.s.konicaminolta.us)  
BRAND/TRADE NAME: KONICA MINOLTA  
PRICE: SEE ATTACHED  
TERMS: NET 30  
EFFECTIVE DATES: 06/07/2005 THROUGH 06/30/2007  
DAYS REQUIRED FOR DELIVERY: ASK DEALER  
ORIGINATING SOLICITATION: BV5908 OPENED 04/13/2003 AT 2:00 P.M.

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**REVISION #1: PLEASE NOTE PRICE DECREASE FOR THE BISHUB C450. ALSO NOTE THE ADDITION OF  
AUTOMATED BUSINESS PRODUCTS AS AN AUTHORIZED DEALER FOR REGION 1 AND 2.**

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**TO USE THIS CONTRACT, PRE-AUTHORIZATION IS REQUIRED.**

1. All State Agencies are required to compare a minimum of three digital COLOR copier contractors and then make their purchasing determination based on a best value analysis taking in consideration their individual needs including, but not limited to, price, customer service, maintenance, delivery, etc.
2. State Agencies must then complete the 63A-2-105 Copier Request Form and submit to Brian Jensen (with comparison documentation) for approval prior to ordering any copier from the contractor. **Please fax your copier request form to Brian Jensen at (801) 537.9240.** A copy of the copier request form is located at the end of this contract information sheet.



# STATE OF UTAH

## Contract # AR1901

Konica Minolta bizhub  C450 **\$9,903**

Includes: Reversing Document Feeder, Duplexing, HDD, Built-in Embedded Print/Scan Controller, 3,400-sheet Paper Supply, 3-Paper Drawers and Stapler Finisher



Model	Description	Product Code	Purchase Price	Color CPC	B & W CPC
C450	35-ppm Color Copies; 45-ppm B/W Copies. Includes: RADF, Duplexing, HDD, Built-in embedded print controller	4037X001	\$7,953.00	\$0.0650	\$0.0099
FS-507	Multi-Position Stapler Finisher w/ 2&3 Hole Punch	4683712	\$1,212.00		
PC-402	2,500 Large Capacity Tray	4061313	\$539.00		
	Page Scope Cabinet Pro Base Model	4343322	\$199.00		
<b>TOTAL STANDARD CONFIGURATION PRICE</b>			<b>\$9,903.00</b>		
FS-603	Finisher FS-603	4583712	\$1,490.91		
PC-102	Paper Feed Cabinet PC-102	4061112	\$387.88		
PC-202	Paper Feed Cabinet PC-202	4061212	\$555.15		
EK-702	Local Interface Kit EK-702	4599372	\$111.52		
FK-502	Fax Kit FK-502	15LB	\$610.91		
MK-703	Mount Kit FK-703	4599391	\$83.64		
MK-704	Mount Kit FK-704	4599401	\$124.85		
IC-402	Image Controller IC-402	4060612	\$2,684.85		
VI-502	Video Interface Kit VI-502	4599362	\$174.55		
HD-501	Hard Disk Drive HD-501	4599307	\$256.97		
VK-501	Vendor Kit VI-501	4599232	\$23.03		
PK-501	Punch Kit PK-501/PK-4/PK-131	4614452	\$555.15		
JS-601	Job Separator JS-601	4655712	\$106.67		
DK-501	Desk DK-501	4348011	\$111.52		
MC-501	Mechanical Counter MC-501	4623401	\$14.55		
ML-501	2nd Fax Port Connection Kit	4599411	\$180.61		
SA-501	Scan Accelerator Kit	4599381	\$236.36		

\*The C450 comes with a 60-day warranty

KMBS is waiving the network integration charges.

Relocation Charge: \$350 plus any special rigging charge, if required

**For Sales and Service please contact your local Konica Minolta Branch or authorized Dealer. A listing is attached**



KONICA MINOLTA

## KONICA MINOLTA AUTHORIZED BRANCHES/DEALERS

REGION	COUNTIES IN THE REGION	PHYSICAL LOCATION AND ORDERING ADDRESS	PHONE NUMBER	REMIT TO (PAYMENT) ADDRESS	VENDOR #
REGION 1	BOX ELDER CACHE RICH WEBER	<a href="#">Konica Minolta Direct Branch</a> Attn. Nathan Painter 90 South 400 W, Ste. 150 Salt Lake City, UT 84101	P. 801-456-0731 x 4107 F. 801-456-0737	PO Box 30341 Hartford, CT 06150	94116 A A
REGION 2	MORGAN TOOELE DAVIS SALT LAKE SUMMIT UTAH WASATCH JUAB	<a href="#">Advance Business Equipment</a> 331 West 2700 South Salt Lake City, UT 84115 <a href="#">Automated Business Products</a> 193 West 2100 South Salt Lake City, UT 84115 <a href="#">Digital Document Solutions</a> 2130 South 3140 West, Ste. A West Valley, UT 84119 <a href="#">Imaging Concepts</a> 2411 South 1070 W Salt Lake City, UT 84119	P. 801-486-5300 F. 801-486-0327  P. 801-466-5600 F. 801-466-5099  P. 801-966-8651 F. 801-478-0636  P. 801-886-2679 F. 801-886-2674	Same as ordering address  PO Box 651006 SLC UT 84165  Same as ordering address  Same as ordering address	22236D A  02901G  104131A  950106A
REGION 3 & REGION 4	DUCHESNE UINTAH DAGGETT MILLARD SAN PETE SEVIER PIUTE WAYNE	<a href="#">Advance Business Equipment</a> 331 West 2700 South Salt Lake City, UT 84115	P. 801-486-5300 F. 801-486-0327	Same as ordering address	22236D A
REGION 5 & REGION 6	CARBON EMERY GRAND SAN JUAN BEAVER IRON GARFIELD KANE WASHINGTON	<a href="#">Advance Business Equipment</a> 331 West 2700 South Salt Lake City, UT 84115 <a href="#">Steamroller Copies, Inc.</a> 67 E. St. George Blvd. St. George, UT 84770	P. 801-486-5300 F. 801-486-0327  P. 435-674-4484 F. 435-674-0933	Same as ordering address  Same as ordering address	22236D A  950107A

All orders are to be issued to, and invoiced by our branches or dealerships



All copier pricing is F.O.B. destination with installation, training and initial "start up" supplies included (no separate charges).

Trade-in values for your existing copier(s) are to be negotiated on a case-by-case basis.

FINET COMMODITY CODE(S):

60038000000 - COPYING MACHINES BOND PAPER (PLAIN) INCLUDING PARTS & ACCESSORIES

60040000000 - COPY MACHINES COATED OR TREATED PAPER TYPE INCLUDING PARTS AND ACCESSORIES

60042000000 - COPY MACHINES, LASER, INCLUDING PARTS & ACCESSORIES

60045000000 - COPY MACHINES, THERMAL TYPE INCLUDING PARTS & ACCESSORIES

60047000000 - COPY MACHINE ADD-ON ACCESSORIES

65550000000 - COPYING EQUIPMENT, INCLUDING SLIDE DUPLICATORS)

93927000000 - COPY MACHINE MAINTENANCE & REPAIR

98526000000 - COPY MACHINES (INCLUDING COST PER COPY TYPE LEASES) RENTAL OR\LEASE

THIS CONTRACT COVERS ONLY THOSE ITEMS LISTED IN THE PRICE SCHEDULE. IT IS THE RESPONSIBILITY OF THE AGENCY TO ENSURE THAT OTHER ITEMS PURCHASED ARE INVOICED SEPARATELY. STATE AGENCIES WILL PLACE ORDERS DIRECTLY WITH THE VENDOR (CREATING A PG IN FINET) AND MAKE PAYMENTS FOR THE SAME ON A PV REFERENCING THE ORIGINAL PG. AGENCIES WILL RETURN TO THE VENDOR ANY INVOICE WHICH REFLECTS INCORRECT PRICING.

**STATE OF UTAH**  
**63A-2-105 COPIER REQUEST FORM**

TO USE THE COPIER CONTRACTS, PRE-AUTHORIZATION IS REQUIRED.

- 1) All State Agencies are required to compare a minimum of three digital copier contractors for the appropriate segment and then make their purchasing determination based on a best value analysis taking in consideration their individual needs including, but not limited to, price, customer service, maintenance, delivery, etc.
- 2) State Agencies must then complete the 63A-2-105 Copier Request Form and submit it to Brian Jensen (with comparison documentation) for approval prior to ordering any copier from the contractor.

**SUBMIT TO:** PRINT SERVICES  
5110 STATE OFFICE BUILDING  
FAX: (801) 537-9240

DEPARTMENT	AGENCY		ADDRESS	
CONTACT PERSON	PHONE	FAX	DATE PREPARED	DATE NEEDED

**EXPLAIN THE CIRCUMSTANCES LEADING TO THE PURCHASE OF THE NEW COPIER**


**MINIMUM SPECIFICATIONS (FUNCTIONS/FEATURES) OF THE NEW COPIER**

COPIES PER MINUTE (CPM)	FIRST COPY SPEED (Seconds)	FEEDER/DOCUMENT HANDLER TYPE		MONTHLY VOLUME
PAPER CAPACITY (Sheets)	COPY THROUGHPUT (Paper Size and Weight)		COLLATING TYPE	STAPING TYPE
DUPLEXING 1:2      2:2      2:1	VARIABLE MAGNIFICATION % TO      %	PRESENT REDUCTION/ENLARGEMENT		POWER REQUIREMENTS
OTHER				

**COPIER SELECTED**

MAKE AND MODEL	VENDOR	CONTRACT #
PURCHASE PRICE	MAINTENANCE COST PER COPY	SUPPLY COST PER COPY

**CURRENT COPIER**

MAKE AND MODEL	PURCHASE DATE	PURCHASE PRICES
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**WE HAVE REVIEWED THIS REQUEST AND DETERMINED IT WILL PROVIDE CLEAR BENEFIT TO THE STATE.**

<b>X</b>		
DIVISION DIRECTOR'S SIGNATURE	PRINT NAME	DATE
<b>X</b>		
DEPARTMENT DIRECTOR'S SIGNATURE	PRINT NAME	DATE

☐ APPROVED    ☐ ADDITIONAL RECOMMENDATIONS ATTACHED

<b>X</b>		
PRINT SERVICES MANAGER'S SIGNATURE	PRINT NAME	DATE